

Message Text

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67

ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 TRSE-00 DOTE-00 OMB-01

CIEP-02 CIAE-00 INR-07 NSAE-00 (ISO) W

----- 010456

R 142235Z APR 75

FM AMEMBASSY LIMA

TO SECSTATE WASHDC 4734

UNCLAS LIMA 3067

EO 11652: N/A

TAGS: BEXP, PE

SUBJECT: MAJOR PROJECT: SECOND STAGE PERUVIAN RAILWAY
REHABILITATION

REF: STATE 63622

1. WE ARE INITIALLY UNABLE TO ASCERTAIN WHO IS CONDUCTING FEASIBILITY STUDIES OR, IN FACT, IF ANY ARE BEING CARRIED OUT AT PRESENT TIME. HOWEVER, MANAGING DIRECTOR GUTIERREZ OF ENAFER, GOP RAILROAD ENTITY, AND EMBOFF HAS VERY POSITIVE MEETING.

2. GUTIERREZ INDICATED STRONG INTEREST IN POSSIBILITY OF U.S. SALES TO PROJECT. HE SAID PROJECT WILL INVOLVE MAINLY REPLACEMENT OF RAILS AND ACQUISITION OF NEW RAILCARS WITH SOME REHABILITATION OF BRIDGES AND STATIONS. LOCOMOTIVES ARE NOT IN PACKAGE AS ENAFER HAD TO BUY TOTAL NUMBER FOR ENTIRE PROJECT IN FIRST STAGE. GUTIERREZ VOLUNTEERED INFORMATION THAT FIRST STAGE OF PROJECT IS STILL NOT COMPLETED AND SUGGESTED THAT U.S. FIRMS COULD SUPPLY MUCH OF NEEDED MATERIAL. HE PROMISED TO SEND EMBASSY A LIST OF MATERIAL STILL TO BE PROCURED WITHIN NEXT TWO-THREE WEEKS.

3. COMMENT: EMBASSY AT FIRST THOUGHT CANADIANS AND RUMANIANS HAS INSIDE TRACK ON WHOLE PROJECT, BUT THIS MAY NOT BE THE CASE. ALTHOUGH CANADIANS HAVE SUPPLIED
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ALL OF LOCOMOTIVES, RUMANIAN RAILCAR CONTRACT IS NOT FOR

TOTAL AMOUNT OF CARS NEEDED, AND GUTIERREZ EXPRESSED
INTEREST IN THE U.S. SUPPLYING RAILS AND RAILCARS.
GUTIERREZ'S SON IS GRADUATING FROM NAVAL ACADEMY IN
ANNAPLIS EARLY JUNE AND HE WILL BE LEAVING FOR U.S.
LATE MAY. FIRMS INTERESTED IN SUPPLYING ITEMS ON LIST
TO BE MADE AVAILABLE TO EMBASSY MAY WISH TO CONTACT HIM
AT THAT TIME. AS IS GENERALLY THE CASE WITH GOP ENTITIES
WHEN PROCURING MATERIAL ABROAD, FIRMS INTERESTED IN
SUPPLYING ITEMS SHOULD BE PREPARED TO INCLUDE, AS PART
OF COMPLETE PACKAGE, FINANCING THROUGH EXIM OR OTHER
INSTITUTION(S).
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Message Attributes

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Disposition Event:
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